

VMware is the Customer-Proven Market Leader

■ Company Overview

- \$2.9 billion in 2010 revenues
- Over \$3 billion in cash
- 28%+ operating margins
- ~9,000 employees worldwide
- 5th largest infrastructure software company in the world

■ Proven in the Trenches

- 250,000+ VMware customers
- 100% of Fortune 100
- 100% of Fortune Global 100
- 99% of Fortune 1000
- 97% of Fortune Global 500



VMware is the Customer-Proven Market Leader

■ Company Overview

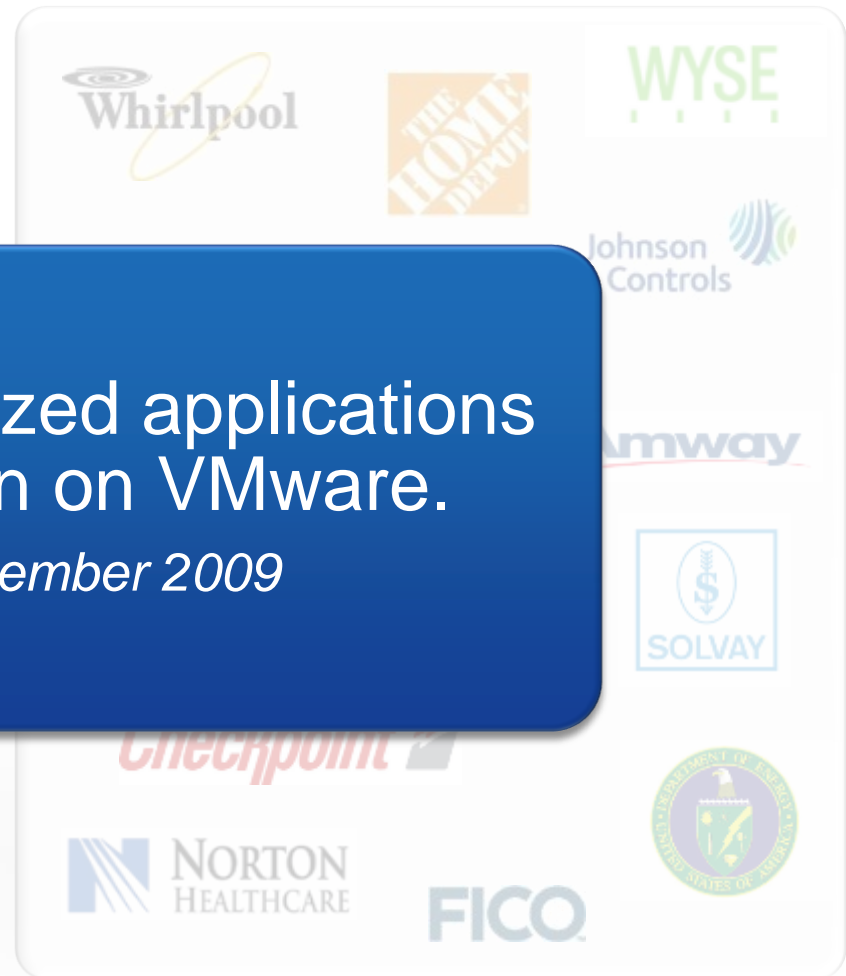
- > \$2.6 billion trailing 4 qtr revenue
- Over \$2.9 billion in cash
- 28%+ operating margins
- ~8,000 employees
- 5th largest company in the world

■ Proven

- 190,000+ virtual machines
- 100% of Fortune Global 100
- 100% of Fortune Global 500
- 97% of Fortune 1000
- 94% of Fortune Global 500

84% of all virtualized applications
in the world run on VMware.

Gartner, December 2009



Source: *Server Virtualization: From Virtual Machines to Clouds*, Gartner IT Infrastructure, Operations and Management Summit, June 2010, Thomas Bittman

VMware in the Leaders Quadrant for x86 Server Virtualization



Gartner, Inc. Magic Quadrant for x86 Server Virtualization Infrastructure, Thomas J. Bittman, Philip Dawson, Mark Margevicius, George J. Weiss, 30 June 2011.

This Magic Quadrant graphic was published by Gartner, Inc. as part of a larger research note and should be evaluated in the context of the entire report. The Gartner report is available upon request from VMware.

The Magic Quadrant is copyrighted 2011 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.